

Message Text

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72

ACTION OPIC-06

INFO OCT-01 AF-06 ISO-00 EB-07 AID-05 COME-00 OMB-01

TRSE-00 CIAE-00 INR-07 NSAE-00 /033 W

----- 056438

R 070924Z MAY 75

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 9150

UNCLAS LAGOS 04203

E.O.- 11652: N/A

TAGS: EINV, NI

SUBJECT: OPIC WEST AFRICA BRIEFINGS

REF: LAGOS 3701

1. WE ARE IMPRESSED AT FOLLOW UP JOB OPIC TEAM MEMBER CLARK BATCHELDER HAS DONE IN NIGERIA. IN HIS BRIEF BUT ACTIVE STAY HE MADE OR RENEWED WIDE RANGE OF CONTACTS AMONG UPPER LEVELS NIGERIAN BUSINESS COMMUNITY AND WAS ABLE TO BRING HOME OT THEM OPIC AND USG INTEREST IN PROMOTING AMERICAN INVESTMENT IN NIGERIA'S FUTURE.

2. NIGERIAN BUSINESS COMMUNITY'S RESPONSE HAS ALSO IMPRESSED US. TWENTY OR MORE PROPOSALS HAVE BEEN PUT TO BATCHELDER THAT HAVE MOST OF THE ELEMENTS NEEDED TO SUPPORT REFERRAL TO PROSPECTIVE U.S. INVESTORS, AND HAD BATCHELDER HAD MORE TIME

AND BEEN ABLE TO TRAVEL OUTSIDE LAGOS (NIGERIA AIRWAYS PILOT STRIKE PREVENTED THAT) THAT NUMBER PROBABLY WOULD HAVE BEEN DOUBLED.

3. WE URGE AGAIN IMPORTANCE OF OPIC COMMITMENT TO EFFECTIVE FOLLOW UP IN U.S. ON INVESTMENT PROPOSALS THAT BATCHELDER HAS DEVELOPED. HAVING CHOSEN (AND WE THINK RIGHTLY) TO AROUSE NIGERIAN EXPECTATIONS, IT IS ESSENTIAL TO OUR OWN EXPECTATIONS IN THIS PRIORITY AFRICAN MARKET THAT USG IS SEEN AND KNOWN TO BE FOLLOWING THROUGH ON INITIATIVE THAT OPIC VICE PRESIDENT

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COOPER GENERATED. WE ARE GRATIFIED AT THAT INITIATIVE,

AND READY TO SUPPORT IN ANY WAY WE CAN OPIC FOLLOW UP ACTIONS.
CROSBY

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